

Question Number 2nd draft posting	Question/Comments	Answer/Response
63	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) Service Contract Act (SCA) compliance. For TOs that include SCA labor, pricing will necessarily vary by place of performance in accordance with (IAW) the applicable Department of Labor (DOL) Wage Determination.</p> <p>Request the Government mandate that all offerors are pricing to the same requirement in developing their SCA Contract Ceiling Rates by issuing a specific DOL Wage Determination with the RFP for proposal evaluation purposes.</p>	<p>The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their Contract Ceiling Rates. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002.</p>
64	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) SCA compliance. For TOs that include SCA labor, pricing will necessarily vary by TO place of performance IAW the applicable DOL Wage Determination.</p> <p>Request the Government to confirm that increases to the SCA Contract Ceiling Rates are allowable at the TO-level based on the applicable DOL Wage Determination for the TO place of performance.</p>	<p>All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
65	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) SCA compliance. For TOs that include Collective Bargaining Agreement (CBA) labor, pricing for selected labor categories will necessarily vary based on the applicable CBA for the TO place of performance.</p> <p>Request the Government to confirm that increases to the Contract Ceiling Rates are allowable at the TO-level based on the applicable CBA for the TO place of performance, and CBA terms and conditions in force during the period of performance.</p>	<p>All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
66	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) SCA compliance. For TOs that include Davis Bacon Act (DBA) labor, pricing for selected labor categories will necessarily vary based on the applicable DBA requirements for the TO place of performance.</p> <p>Request the Government to confirm that increases to the Contract Ceiling Rates are allowable at the TO-level based on the applicable DBA for the TO place of performance.</p>	<p>All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
67	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) SCA compliance. The pricing in Attachment 0002 does not distinguish between work performed at On-Site locations (i.e., Government/Other Contractor location) versus work performed at Off-Site locations (i.e., Contractor's own location). Many offerors use a separate overhead rate for work performed at Government locations to more precisely reflect the reduced costs of performing work at these locations.</p> <p>For the purposes of ensuring a homogeneous cost/pricing proposal evaluation, request the Government to mandate that all Contract Ceiling Rates be based on work performed at Contractor locations. During TO bidding/execution, reduced rates would be allowable based on the TO place of performance requirements.</p>	<p>The Government is not mandating that contractors use On-site or Off-site locations in developing their Contract Ceiling Rates.</p>
68	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) SCA compliance.</p> <p>For TOs that may include Overtime requirements, request the Government confirm that increases to the Contract Ceiling Rates for Overtime are allowable IAW TO requirements.</p>	<p>RFP Language will be amended to state Pricing Labor Matrix ceiling rates do not apply to OCONUS or OT work. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>

69	<p>Section L.6.2.1; Attachment 0002</p> <p>The RFP References define the Contract Ceiling Rates for the MA IDIQ Pricing Labor Matrix; citing applicability to (1) all contract types, (2) labor that is performed by the prime or subcontractors, and (3) SCA compliance. For TOs that include OCONUS labor, pricing will necessarily include certain Department of State (DOS) allowances that will vary by the place of performance.</p> <p>Request the Government to confirm that OCONUS uplifts will not be included in the MA IDIQ Pricing Labor Matrix, but will either be allowable increases to the Contract Ceiling Rates or allowable Other Direct Costs during TO bidding/execution.</p>	<p>RFP Language will be amended to state Pricing Labor Matrix ceiling rates do not apply to OCONUS or OT work. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
72	<p>Section H.35</p> <p>Section H.35, Incorporation of Rates and Labor Descriptions, addresses cost-plus-fixed-fee (CPFF) TOs and time and material (T&M) TOs. There is no mention of firm-fixed-price (FFP) TOs or how FFP rates will be handles in the Contract or at the TO-level.</p> <p>As FFP risk will vary based on the TO requirement, request the Government confirm that increases to the Contract Ceiling Rates for FFP labor are allowable IAW FFP TO requirements.</p>	<p>Draft RFP H.35 Language will be amended to include all contract types. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
75	<p>Section H.35; Attachment 0002</p> <p>One methodology for developing the Contract Ceiling Rates will be to use composite rates (i.e., a blending of the primes and subcontractor fully loaded rates). Due to the proprietary nature of the subcontractor indirect rates, the prime will only be proposing a composite fully loaded labor rate with no access to individual direct/indirect rate ceilings.</p> <p>Request the Government clarify how this methodology will be evaluated for the proposal.</p>	<p>The Cost/Price Factor will be evaluated in accordance RFP Section M.7.</p>
76	<p>Section H.35; Attachment 0002</p> <p>One methodology for developing the Contract Ceiling Rates will be to use composite rates (i.e., a blending of the primes and subcontractor fully loaded rates). Due to the proprietary nature of the subcontractor indirect rates, the prime will only be proposing a composite fully loaded labor rate with no access to individual direct/indirect rate ceilings.</p> <p>Request clarification as to how the Government will handle this approach during TO-level bidding/billing.</p>	<p>RFP H.35 Language will be amended to remove "indirect rates". All fully loaded rates (including profit/fee) in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
77	<p>Section H.35; Attachment 0002</p> <p>Offeror's proposed fee/profit will be incorporated into the Attachment 0002 Fully Burdened Rate and this fee/profit will vary based upon the TO contract type/risk (i.e., CPFF vs. T&M).</p> <p>How will the Government discern the ceiling for the CPFF Fee or T&M Profit during TO bidding/billing?</p>	<p>All rates in Attachment 0002 will be incorporated into the contract as ceiling rates regardless of contract type. RFP H.35 language will be clarified.</p>
78	<p>Section L.6.2.1.2</p> <p>SCA and DBA wage and fringe benefit (i.e., Health and Welfare) rates are revised annually by the DOL. Request the Government confirm that annual adjustments to SCA and DBA wage and H&W rates will be allowable and incorporated into the Contract Ceiling Rates to ensure contractor compliance with future changes to these statutory requirements.</p>	<p>All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002.</p>
114	<p>In reference to Attachment 0002 (Pricing Labor Matrix) to the R&D Draft RFP: Can labor categories other than those listed in the Labor Matrix be proposed?</p>	<p>No additional labor categories will be added to the Attachment 0002 Price Matrix. Alternate labor categories may be considered at the task order level, but will be handled on an individual task order basis via the changes clause.</p>
115	<p>In reference to Attachment 0002 (Pricing Labor Matrix) to the R&D Draft RFP: Are proposed rates required for each listed labor category in the matrix?</p>	<p>Yes, proposed rates are required for all listed labor categories in the Pricing Labor Matrix.</p>
123	<p>RFP Reference: M.7.4 (for both ERS and KBS)</p> <p>Topic: Cost Realism Analysis</p> <p>Question: In both the KBS and R&D solicitations, it appears that the Government will be conducting a cost realism analysis in the price evaluation process. This section does not appear in the ERS solicitation. Is it the Government's intention that a Cost Realism Analysis will not be performed on ERS, or will the Government be including this analysis in the final RFP?</p> <p>Recommendation: We recommend cost realism be conducted.</p>	<p>No. Cost Realism analysis will not be performed on the Robotics (ERS) Task Order. The NIE (KBS) and Blast Mitigation (R&D) task orders are on a cost-reimbursement basis which requires evaluations to include a cost realism analysis.</p>

140	<p>RFP Section: H; Paragraph(s) H.35; Page(s) 69</p> <p>RFP Wording Copied: H. 3 5 INCORPORATION OF RATES AND LABOR DESCRIPTIONS</p> <p>All direct and indirect rates (including fee) shown on the KBS Pricing Labor Matrix (Attachment 0002) will be incorporated into the contract as ceiling rates, subject to downward negotiation only. For cost-plus-fixed-fee TOs, the fee percentage proposed in the KBS Pricing Labor Matrix (Attachment 0002) shall serve as a capped percentage, subject to downward negotiation only, at the TO level, in which the resultant fee will become a fixed dollar amount.</p> <p>All direct and indirect rates shown on the KBS Pricing Labor Matrix (Attachment 0002) for time-and-materials TOs will be incorporated into the contract. The fully loaded time-and-materials labor rates, including allowable profit, will be incorporated into the contract as ceilings, subject to downward negotiation only, as set forth in the KBS Pricing Labor Matrix (Attachment 0002).</p> <p>For billing purposes under cost-reimbursement TOs, the direct and indirect (including the applicable fixed fee dollar amount in each TO) rates shall be billed using the rates in the contract, the rates proposed/negotiated under the TO, or the actual rates, whichever is lower.</p> <p>For billing purposes under time-and-materials TOs, the fully loaded rates (including allowable profit) shall be billed using the rates in the contract or the rates proposed/negotiated, whichever is lower. The labor descriptions are incorporated into the contract and are set forth the KBS Pricing Labor Matrix (Attachment 0002).</p> <p>*Please note, a separate and distinct Program Management Office (PMO) indirect rate is unallowable for cost-reimbursement and time-and materials contract types.</p> <p>Question: Throughout the RFP the Government references ceiling rates at the IDIQ level which may not be exceeded but may be discounted at the TO level. In Section H.35 the government states "All direct and indirect rates (including fee) shown on the KBS Pricing Labor Matrix (Attachment 0002) will be incorporated into the contract as ceiling rates, subject to downward negotiation only." However Attachment 0002 only includes fully burden rates and other parts of the RFP only reference capped ceiling labor rates. Attachment 0012 – Task Order Pricing is the only place that the offeror will show the cost elements of their fully burdened rates. By capping the individual cost elements of a fully burdened rate, the Government would negatively impact their ability to obtain competition. Please confirm that the Government's intent is to incorporate only fully burdened labor ceiling rates into the resultant IDIQ award and all subsequent Task Orders.</p>	RFP H.35 Language will be amended to remove "indirect rates".
146	<p>RFP Section: H; Paragraph(s) H.35; Page(s) 68</p> <p>RFP Wording Copied: H. 3 5 INCORPORATION OF RATES AND LABOR DESCRIPTIONS: All direct and indirect rates (including fee) shown on the KBS Pricing Labor Matrix (Attachment 0002) will be incorporated into the contract as ceiling rates, subject to downward negotiation only. For cost-plus-fixed-fee TOs, the fee percentage proposed in the KBS Pricing Labor Matrix (Attachment 0002) shall serve as a capped percentage, subject to downward negotiation only, at the TO level, in which the resultant fee will become a fixed dollar amount.</p> <p>All direct and indirect rates shown on the KBS Pricing Labor Matrix (Attachment 0002) for time-and-materials TOs will be incorporated into the contract. The fully loaded time-and-materials labor rates, including allowable profit, will be incorporated into the contract as ceilings, subject to downward negotiation only, as set forth in the KBS Pricing Labor Matrix (Attachment 0002).</p> <p>For billing purposes under cost-reimbursement TOs, the direct and indirect (including the applicable fixed fee dollar amount in each TO) rates shall be billed using the rates in the contract, the rates proposed/negotiated under the TO, or the actual rates, whichever is lower.</p> <p>For billing purposes under time-and-materials TOs, the fully loaded rates (including allowable profit) shall be billed using the rates in the contract or the rates proposed/negotiated, whichever is lower. The labor descriptions are incorporated into the contract and are set forth the KBS Pricing Labor Matrix (Attachment 0002).</p> <p>*Please note, a separate and distinct Program Management Office (PMO) indirect rate is unallowable for cost-reimbursement and time-and materials contract types.</p> <p>Question: Throughout the RFP the Government references ceiling rates at the IDIQ level which may not be exceeded but may be discounted at the TO level. In Section H.35 the government states "All direct and indirect rates (including fee) shown on the KBS Pricing Labor Matrix (Attachment 0002) will be incorporated into the contract as ceiling rates, subject to downward negotiation only." However Attachment 0002 only includes fully burden rates and other parts of the RFP only reference capped ceiling labor rates. Attachment 0012 – Task Order Pricing is the only place that the offeror will show the cost elements of their fully burdened rates. By capping the individual cost elements of a fully burdened rate, the Government would negatively impact their ability to obtain competition. Please confirm that the Government's intent is to incorporate only fully burdened labor ceiling rates into the resultant IDIQ award and all subsequent Task Orders.</p>	RFP H.35 Language will be amended to remove "indirect rates". Ceiling rates are fully burdened rates through profit/fee.

149	<p>The Price Labor Matrix includes SCA labor categories anticipated for use in the KBS contract. In order to ensure compliance with the SCA, contractors will need the WD schedules for the corresponding locations. Please provide the WD schedules.</p> <p>If locations are not provided, will there be an allowable mechanism to increase proposed ceiling rates to account for location during contract execution?</p>	<p>No. The Attachment 0002 rates are ceiling rates that will not be adjusted. The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates. The exact places of performance are unknown until each TO is issued. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002.</p>
150	<p>For non-SCA labor categories, competitive salary ranges will be influenced by location (and corresponding cost of living). Please provide the location for the labor categories identified in Attachment 0002. If locations are not provided, will there be an allowable mechanism to increase proposed ceiling rates to account for location during contract execution?</p>	<p>The Government is not mandating a specific performance location for the contractor to use in developing their non-SCA Contract Ceiling Rates. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
151	<p>Across industry, IT professional's skill level is typically determined by work experience and certifications in place of a degree. Would the Government consider allowing a combination of years of experience and education to equal a total of relevant years applicable to the given job function for the IT job functions listed below?</p> <ul style="list-style-type: none"> • 15-1121 Computer Systems Analyst • 15-1132 Software Developers, Applications • 15-113 Software Developers, System Software • 15-1134 Web Developers • 15-1141 Database Administrators • 15-1151 Computer User Support Specialists 	<p>Alternate minimum qualifications, such as experience as a replacement for education, will be considered at the task order level.</p>
152	<p>Would the Government consider allowing a combination of education and experience (to equal a total of relevant years applicable to the given job function) in place of the currently prescribed Bachelors' degree requirement? Based on our knowledge of the expected work, we believe that the duties described for some of the contract labor categories can be effectively performed by individuals without a Bachelor's Degree. For example, a 20 year Veteran without a Bachelor's degree would not qualify for a Logistician, Level III position even though he/she may be considered a Subject Matter Expert in their field.</p>	<p>Alternate minimum qualifications, such as experience as a replacement for education, will be considered at the task order level.</p>
153	<p>Will the Government provide a definition of "specialized field" and "specialized experience" as used in the SOC Level I requirements?</p>	<p>A degree in a specialized field will have developed knowledge for the scope of the position described. Specialized experience is experience in an area with substantially the same scope and practices as the position described.</p>
154	<p>Will the Government define "applicable specialized field" and "applicable experience" as used in the SOC Level II requirements?</p>	<p>See response to Question #153. "Applicable," as used in the Level II qualifications, is somewhat more broad than a specialized field or experience. This language has been revised in Attachment 0002.</p>
163	<p>The Price Labor Matrix includes SCA labor categories anticipated for use in the ERS contract. Please provide the WD schedules.</p> <p>If locations are not provided, will there be an allowable mechanism to increase proposed ceiling rates to account for location during contract execution?</p>	<p>No. The Attachment 0002 rates are ceiling rates that will not be adjusted. The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates. The exact places of performance are unknown until each TO is issued. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002.</p>
164	<p>For non-SCA labor categories, competitive salary ranges will be influenced by location (and corresponding cost of living). Please provide the location for the labor categories identified in Attachment 0002. If locations are not provided, will there be an allowable mechanism to increase proposed ceiling rates to account for location during contract execution?</p>	<p>The Government is not mandating a specific performance location for the contractor to use in developing their non-SCA Contract Ceiling Rates. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>

165	<p>Across industry, IT professional's skill level is typically determined by work experience and certifications in place of a degree. Would the Government consider allowing a combination of years of experience and education to equal a total of relevant years applicable to the given job function for the IT job functions listed below?</p> <ul style="list-style-type: none"> • 15-1121 Computer Systems Analyst • 15-1132 Software Developers, Applications • 15-113 Software Developers, System Software • 15-1134 Web Developers • 15-1141 Database Administrators • 15-1151 Computer User Support Specialists 	Alternate minimum qualifications, such as experience as a replacement for education, will be considered at the task order level.
166	Would the Government consider allowing a combination of education and experience (to equal a total of relevant years applicable to the given job function) in place of the currently prescribed Bachelors' degree requirement? Based on our knowledge of the expected work, we believe that the duties described for some of the contract labor categories can be effectively performed by individuals without a Bachelor's Degree. For example, a 20 year Veteran without a Bachelor's degree would not qualify for a Logistician, Level III position even though he/she may be considered a Subject Matter Expert in their field.	Alternate minimum qualifications, such as experience as a replacement for education, will be considered at the task order level.
167	Will the Government provide a definition of "specialized field" and "specialized experience" as used in the SOC Level I requirements?	A degree in a specialized field will have developed knowledge for the scope of the position described. Specialized experience is experience in an area with substantially the same scope and practices as the position described.
168	Will the Government define "applicable specialized field" and "applicable experience" as used in the SOC Level II requirements?	See response to Question #167. "Applicable," as used in the Level II qualifications, is somewhat more broad than a specialized field or experience. This language has been revised in Attachment 0002.
178	The Price Labor Matrix includes SCA labor categories anticipated for use in the R&D contract. In order to ensure the ceiling rates proposed for SCA categories meet the highest applicable WD contract location wide, could the government please provide the corresponding WD schedules?	No. The Attachment 0002 rates are ceiling rates that will not be adjusted. The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates. The exact places of performance are unknown until each TO is issued.
179	For non-SCA labor categories, competitive salary ranges will be influenced by location (and corresponding cost of living). Please provide the location for the labor categories identified in Attachment 0002. If locations are not provided, will there be an allowable mechanism to increase proposed ceiling rates to account for location during contract execution?	The Government is not mandating a specific performance location for the contractor to use in developing their non-SCA Contract Ceiling Rates. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.
180	<p>Across industry, IT professional's skill level is typically determined by work experience and certifications in place of a degree. Would the Government consider allowing a combination of years of experience and education to equal a total of relevant years applicable to the given job function for the IT job functions listed below?</p> <ul style="list-style-type: none"> • 15-1121 Computer Systems Analyst • 15-1132 Software Developers, Applications • 15-113 Software Developers, System Software • 15-1134 Web Developers • 15-1141 Database Administrators • 15-1151 Computer User Support Specialists 	Alternate minimum qualifications, such as experience as a replacement for education, will be considered at the task order level.
181	Will the Government define "applicable specialized field" and "applicable experience" as used in the SOC Level II requirements?	"Applicable," as used in the Level II qualifications, is somewhat more broad than a specialized field or experience. This language has been revised in Attachment 0002. A degree in a specialized field will have developed knowledge for the scope of the position described. Specialized experience is experience in an area with substantially the same scope and practices as the position described.
182	Would the Government consider allowing a combination of education and experience (to equal a total of relevant years applicable to the given job function) in place of the currently prescribed Bachelors' degree requirement? Based on our knowledge of the expected work, we believe that the duties described for some of the contract labor categories can be effectively performed by individuals without a Bachelor's Degree. For example, a 20 year Veteran without a Bachelor's degree would not qualify for a Logistician, Level III position even though he/she may be considered a Subject Matter Expert in their field.	Alternate minimum qualifications, such as experience as a replacement for education, will be considered at the task order level.

193	<p>L.6.2.1.1 The offeror shall fill in all proposed fully loaded labor rates (to include profit/fee) directly in the R&D Pricing Labor Matrix (Attachment 0002) in accordance with the instructions detailed within said attachment. These rates will become the ceiling rates for all future task orders awarded under this contract suite. Ceiling rates will cap the total cost per labor hour to the Government per labor category regardless of the contract type or whether the proposed labor is performed by the prime contractor or subcontractor. In cases where subcontracted labor is used, ceiling rates include the subcontractor rate plus all applicable prime contractor indirect rates plus applicable prime profit or fee.</p> <p>Does the government intend these to be ceiling rates for bidding purposes only or will the ceiling also apply for billing purposes post-award even on CPFF?</p>	The Government intends these ceiling rates to apply to billing / post award reimbursement, regardless of the contract type. Section H.35 of the Draft RFP will be revised in the final RFP.
202	<p>L.6.2.1.1 The offeror shall fill in all proposed fully loaded labor rates (to include profit/fee) directly in the R&D Pricing Labor Matrix (Attachment 0002) in accordance with the instructions detailed within said attachment. These rates will become the ceiling rates for all future task orders awarded under this contract suite. Ceiling rates will cap the total cost per labor hour to the Government per labor category regardless of the contract type or whether the proposed labor is performed by the prime contractor or subcontractor. In cases where subcontracted labor is used, ceiling rates include the subcontractor rate plus all applicable prime contractor indirect rates plus applicable prime profit or fee.</p> <p>Does the government intend these to be ceiling rates for bidding purposes only or will the ceiling also apply for billing purposes post-award even on CPFF?</p>	The Government intends these ceiling rates to apply to billing / post award reimbursement, regardless of the contract type. Section H.35 of the Draft RFP will be revised in the final RFP.
209	<p>H. 35 INCORPORATION OF RATES AND LABOR DESCRIPTIONS</p> <p>All direct and indirect rates (including fee) shown on the KBS Pricing Labor Matrix (Attachment 0002) will be incorporated into the contract as ceiling rates, subject to downward negotiation only.</p> <p>Input: This clause is in conflict with L.6.2.1.1 which states the fully loaded rates are the ceiling rates.</p> <p>L.6.2.1.1 The offeror shall fill in all proposed fully loaded labor rates (to include profit/fee) directly in the KBS Pricing Labor Matrix (Attachment 0002) in accordance with the instructions detailed within said attachment. These rates will become the ceiling rates for all future task orders awarded under this contract suite.</p> <p>We strongly recommend changing H.35 to indicate that the ceiling rates will be the fully loaded rates.</p> <p>Establishing ceiling rates at individual element of direct and indirect rates was an approach used on the Army R2-3G contract, and it resulted in extensive issues for industry since organizational changes over time made the contract less than viable for use, particularly in later years of the contract. In addition both the government and industry were forced to utilize a manual tracking system for direct and indirect rates for both bidding and invoicing which was an administrative burden, increasing labor hours required to properly manage the contract and task orders. It would be advisable for ACC Warren to contact ACC APG and the Army R2-3G project office to discuss the complications and negative impact that resulted from placing caps on individual elements of cost in order to reinforce the value of our recommendation for establishment of ceiling rates as fully loaded labor rates.</p>	RFP H.35 Language will be amended to remove "indirect rates".
213	Attachment 2; In Attachment 2 it says to provide ceiling rates for SCA labor categories. Which SCA schedules should the ceilings be based on?	The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates. The offeror is to submit a Cost/Price Volume as described in Section L.6 in accordance with the contractor's standard accounting practices.
222	Attachment 2; In Attachment 2 it says to provide ceiling rates for SCA labor categories. Which SCA schedules should the ceilings be based on?	The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates. The offeror is to submit a Cost/Price Volume as described in Section L.6 in accordance with the contractor's standard accounting practices.
231	<p>Although the Price Matrix provided with each draft RFP includes 138 different job categories, there are no positions available for technical or management positions that require experience in excess of nine years. Since these are competitive proposals, bidders will provide their most competitive prices, ceiling rates, for each category, which may eliminate many of their more experienced employees, anyone with greater than nine years of experience.</p> <p>Question – Will the government consider adding job categories that allow bidders to include highly experienced technical and management resources for those task orders that may require individuals with significantly more than nine years of experience?</p>	Attachment 0002 will be amended to incorporate Level III Maximum Qualifications.

237	<p>H.3.5 INCORPORATION OF RATES AND LABOR DESCRIPTIONS</p> <p>Citation from Paragraph: Paragraphs 1, 3-5</p> <p>Question: This Clause addresses rates and labor descriptions in ERS Pricing Labor Matrix (Attachment 0002) which are fully burdened rates through fee. Suggest that the reference to indirect rates in paragraph 1 be deleted and insert "All fully burdened rates (including fee)..." In addition, suggest paragraphs 3-5 be deleted as they reference invoicing which is already included elsewhere in the RFP and conflict with FAR 52.216-7 Allowable Cost and Payment.</p>	<p>RFP H.35 Language will be amended to remove "indirect rates". All fully loaded rates (including profit/fee) in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
243	<p>Page 215, Section L.6.2.1.1 – States that "Ceiling rates will cap the total cost per labor hour to the Government per labor category regardless of the contract type or whether the proposed labor is performed by the prime contractor or subcontractor. Is it the Government's intention to impose labor category caps on CPFF efforts?</p>	<p>The Government intends these ceiling rates to apply to billing / post award reimbursement, regardless of the contract type. Section H.35 of the Draft RFP will be revised in the final RFP.</p>
244	<p>Page 215, Section L.6.2.1.2 - States "The offeror shall ensure that the rates proposed for all of the labor categories subject to the Service Contract Act (SCA) comply with the minimums specified by the applicable Department of Labor (DoL) Wage Determination." Since the place(s) of performance will be determined at the task order level, will the Government provide the wage determination(s) that we should utilize for the development of our proposed ceiling rates?</p>	<p>The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates.</p>
281	<p>Background: Draft RFP Clause H.31 Consent to Add/Delete Subcontractors states: "In accordance with FAR 52.232-7, Subcontractors may include profit on their loaded labor rates. However, in order to avoid excessive pass-through charges, prime profit will not be allowed on subcontractor T&M loaded labor rates." We note that FAR 52.232-7 includes no language regarding "excessive pass-through charges." FAR 52.215-23 Limitations on Pass-Through Charges defines "avoid excessive pass-through charges" with respect to subcontracting." That clause is only applicable if the prime contractor intends to Subcontract 70% or more of the contract or task order effort, and, if such is the case, the Contractor does not perform subcontract management functions that the Contracting Officer determines are a benefit to the Government. Neither of those conditions is expected to be applicable to the TACOM TS3 Contract, from our perspective. Generally, some allowance for prime contract profit is permitted to Prime Contractors in recognition of the risk they undertake in being responsible for Subcontractor performance, and managing Subcontractor efforts, including performance against the requirements, deliverable inputs, compliance, invoicing, payment, subcontract reporting, etc., on contracts/tasks not subject to the 70% rule in FAR 52-215-23.</p> <p>Question 1A: Will the Government please consider removing the prohibition on prime contractor fee/profit on Subcontractor T&M Rates, or at least limit that restriction to cases where the prime contractor subcontracts 70% or more of the work and does not add value as defined in FAR 52-215-23?</p> <p>Question 1B: Are the provisions of H.31 only applicable to subcontractors identified and added after the initial prime contract award?</p>	<p>This section has been revised for the final RFP. The statement, "However, in order to avoid excessive pass-through charges, prime profit will not be allowed on subcontractor T&M loaded labor rates," has been removed.</p>
285	<p>Draft RFP for KBS – W56HZV-14-R-0030, Attachment 0002 and Draft RFP for R&D – W56HZV-14-R-0032, Attachment 0002 identifies numerous technical/professional labor categories each with only three levels of experience. The highest level (Level III) only requires a master's degree in a specialized field plus a minimum of 1 year of specialized experience. We have found that the complex requirements of TACOM/TARDEC often require significantly more than this level of experience to address. We also believe that having a mix of senior and junior personnel on a project team is the lowest risk and most cost effective approach to staffing a project.</p> <p>Would the Government consider adding at least two more levels of experience and/or increase the years in the current levels to reflect the broad range of experience required to perform their complex tasks?</p>	<p>Attachment 0002 will be amended to incorporate Level III Maximum Qualifications.</p>
286	<p>Draft RFP for KBS – W56HZV-14-R-0030, Section A.8.2, page 3 and Draft RFP for R&D – W56HZV-14-R-0032, Section A.8.2, page 3 states:</p> <p>The labor categories and their respective ceiling prices proposed within the KBS Pricing Labor Matrix (Attachment 0002) will be part of the awarded IDIQ contract and shall be used to propose labor rates at the TO level. Additional labor categories that are not listed in the KBS Pricing Labor Matrix (Attachment 0002) may be added at the TO level as long as the rates proposed for said labor categories are commensurate with the pricing methodology used by the contractor to establish the labor rates for the labor categories contained within the KBS Pricing Labor Matrix (Attachment 0002).</p> <p>Question 1: If the offeror believes that Level 3 of a defined labor category does not provide sufficient experience to perform anticipated tasks can they propose additional, more qualified levels (i.e., Level 4, or 5) in a task order proposal?</p> <p>Question 2: How different from an existing labor category must a proposed additional labor category be?</p> <p>Question 3: Do proposed additional labor categories need to use the same three levels of experience?</p>	<p>Q1: Attachment 0002 will be amended to incorporate Level III Maximum Qualifications.</p> <p>Q2: An additional labor category must be sufficiently different that the existing category cannot perform the work within the general scope of the position description.</p> <p>Q3: Not necessarily. The additional labor categories will be determined at the task order level, and will be in accordance with the changes clause.</p>

288	<p>Draft RFP for KBS – W56HZV-14-R-0030, Section M.7, page 228 and Draft RFP for R&D – W56HZV-14-R-0032, Section M.7, page 228.</p> <p>The cost/price factor volume evaluation will include consideration of the reasonableness, as defined in paragraph M.7.3, of each of the proposed fully loaded labor rates (to include profit/fee) in the KBS Pricing Labor Matrix (Attachment 0002) for the MA IDIQ contract.</p> <p>a) Many of the labor categories in the KBS Pricing Labor Matrix have three levels of experience. The highest level only requires a master's degree in a specialized field plus a minimum of 1 year of specialized experience. Will the bid price of a level 3 labor category be determined to be reasonable based strictly on the stated minimum level of experience? For example, if we determine that an electrical engineer with a masters and 20 years of experience will be needed at times and we use the cost of this person to set the rate for the Electrical Engineer Level 3 position in the matrix will this rate be determined to be unreasonable as it is substantially higher than the cost of an electrical engineer with only a masters and one year of experience?</p> <p>b) The KBS Pricing Labor Matrix does not indicate any requirement for domain specific experience (i.e., the electrical engineer labor category does not require experience in designing power systems for ground combat systems). Does this mean that the Government does not intent to require any domain specific experience in Task Order RFPs? Will such domain specific experience be considered in the Government's evaluation of reasonableness for prices in the KBS Pricing Labor Matrix? Personnel with domain specific experience generally cost more than personnel without it.</p> <p>c) The KBS Pricing Labor Matrix does not indicate any requirement for security clearances yet section H.1.6.1 indicates that some Task Orders may contain classified task. Will security clearances experience be considered in the Government's evaluation of reasonableness for prices in the KBS Pricing Labor Matrix?</p>	<p>Q a) See responses provided in Questions #231 and #151.</p> <p>Q b) The Minimum Qualifications discuss applicable experience. This is considered experience that applies to the scope of work that may be performed under the contract.</p> <p>Q c) Security clearances should be considered, up to Secret, and would be considered as a reasonable qualification for potential labor that would be considered in developing a ceiling price for TS3.</p>
289	<p>Draft RFP for R&D – W56HZV-14-R-0032, Section L.5.1.3, page 214 states that the offeror must "discuss the proposed workforce, including the minimum qualifications (years and types of experience), to perform the requirements."</p> <p>Is use of the labor categories included in the R&D Pricing Labor Matrix required in addressing L.5.1.3? If so, what should the offeror do if they believe that the minimum qualifications for Level 3 of a labor category are insufficient to perform all tasks?</p>	<p>An offeror may create a higher Level labor category that it believes is necessary to complete the tasks on the Blast Mitigation task order. A higher level position must clearly be beyond the qualifications for a Level III position in the same category.</p>
290	<p>Please confirm that the ceiling rates requested under Attachment 0003 for each of the sample tasks are only intended to cover straight time billing rates and not overtime.</p>	<p>Please see question #68 (Attachment 0002 contains ceiling rates, not Attachment 0003)</p>
291	<p>Normally an escalation is not proposed for SCA rates and Contractors are able to seek equitable adjustment upon award of an option when the prevailing wage determination is increased. How are contractors to account for the future escalation of the SCA rates/fringe entitlements in the Attachment 0003 submittals for each sample task?</p>	<p>In reference to Attachment 0002, the offeror is to submit a Cost/Price Volume as descibed in Section L.6 in accordance with the contractor's standard accounting practices. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002.</p>
292	<p>Will a contractor be allowed to seek an adjustment to their ceiling rate in a situation where a CBA is in place and results in a significant increase that cannot be covered within the ceiling rate identified in Attachment 0003 submissions?</p>	<p>All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments. The Government expects offerors to consider numerous components in developing ceiling rates for each labor category listed in Attachment 0002.</p>
293	<p>Will the Government be using a comparison of proposed ceiling labor rates received in Attachment 0003 as a means for determining price reasonableness, as each Offeror's pricing may not be based on the same assumptions and, therefore, may not result in a fair comparison?</p>	<p>Attachment 0002 will contain the proposed ceiling labor rates.</p> <p>Per RFP paragraph M.7, EVALUATION OF VOLUME IV COST/PRICE FACTOR, The Government will assess the proposed fully loaded labor rates in the Labor Matrix (Attachment 0002) and the total evaluated cost/price from the each Prime Proposal Summary (Attachment 0012) using one or more of the price and cost analysis techniques and procedures identified in FAR 15.404-1.</p>
294	<p>Section H.34 Hazardous Duty / Isolation Pay in each TS3 solicitation states "In the event contractors must pay additional compensation to retain or obtain personnel to perform in a hazardous location, the contractor shall be entitled to equitable compensation at rates set in accordance with the State Department guidelines. If the need to pay the Hazardous Duty premium is discovered, the contractor shall promptly notify the Government and request an Equitable Adjustment in price." Does this same equitable adjustment apply to other costs incurred by the contractor in the performance of OCONUS work (DBA Insurance Premium, Tour Completion Pay, reimbursable travel/medical expenses) that could potentially increase labor costs and/or indirect expenses?</p>	<p>RFP Language will be amended to state Pricing Labor Matrix ceiling rates do not apply to OCONUS or OT work. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>
295	<p>SCA Categories 99240 (Inspector) and 99610 (Quality Control Inspector) do not have published rates on the Wage Determinations we reviewed. The SCA Directory of Occupations state for these two categories that the "FGE is one grade above the class that performs the work being inspected." Can the Government clarify how much more these labor categories should be compensated over and above the labor classification(s) being inspected?</p>	<p>The 99240 and 99610 positions will be removed from the Price Matrix.</p>
314	<p>ERS Draft RFP A.8.2</p> <p>Is the Contractor to propose CONUS and OCONUS Rates? If no OCONUS rates are to be proposed how will OCONUS costs be proposed/reimbursed at the task order level?</p>	<p>RFP Language will be amended to state Pricing Labor Matrix ceiling rates do not apply to OCONUS or OT work. All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.</p>

315	ERS Draft RFP A.8.2 Is the Contractor permitted to propose Government site and Contractor site rates?	The Government is not mandating that contractors use On-site or Off-site locations in developing their Contract Ceiling Rates.
317	ERS Draft RFP A.8.2 Are Contractors to assume US citizens will be staffing each labor category for purposes of establishing rates and creating an equal proposal evaluation landscape?	No, the Government does not mandate that assumption.
319	ERS Draft RFP H.2.1.2 Will the Hardship and Danger Pays referenced in this clause be proposed and reimbursed as Cost Reimbursable costs under an ODC CLIN on a Task Order basis?	Hardship and Danger Pay will be proposed at the task order level. Individual requirements are unknown at this time.
323	H.32 Services Contract Act Please advise or provide the appropriate Wage Determination (WD) that should be used to price the ceiling rates?	The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates.
324	H.32 Services Contract Act Will the Offerors update IDIQ ceiling rates based on changes to the WD or will WD adjustments be handled at the task order proposal level?	All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.
325	H.35 INCORPORATION OF RATES AND LABOR DESCRIPTIONS This clause indicates "All direct and indirect rates (including fee) shown on the ERS Pricing Labor Matrix (Attachment 0002) will be incorporated into the contract as ceiling rates, subject to downward negotiation only." Attachment 0002 only requests the fully burdened labor rate, where does the offeror identify the indirect rates and profit?	RFP H.35 Language will be amended to remove "indirect rates". All fully loaded rates (including profit/fee) in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.
326	H.35 INCORPORATION OF RATES AND LABOR DESCRIPTIONS For CPFF tasks, does the Contractor use actuals to price the direct labor?	RFP H.35 Language will be amended to remove "indirect rates". All fully loaded rates (including profit/fee) in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.
327	H.3 5 INCORPORATION OF RATES AND LABOR DESCRIPTIONS For CPFF Task Orders, if the Contractor's Cognizant Federal Agency acknowledges changes to an Offers provisional billing rates and if those rates exceed the ceiling rates on contract, will the Contractor be permitted to bill at the Cognizant Federal Agency approved rates?	All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments. Section H of the RFP will be clarified for the ceiling price applicability for cost-type task orders.
328	H.3 5 INCORPORATION OF RATES AND LABOR DESCRIPTIONS Clause indicates "For cost-plus-fixed-fee TOs, the fee percentage proposed in the ERS Pricing Labor Matrix (Attachment 0002) shall serve as a capped percentage, subject to downward negotiation only." Without knowing the scope and complexity of future CPFF task orders it is difficult for Offerors to speculate on a fixed fee that would be commensurate with the risk level of the task order scope of work. Would the Government consider a revision to allow Offerors to propose fee on CPFF task orders in accordance with the FAR requirements?	RFP H.35 Language will be amended to remove this sentence that is referenced in the question. All fully loaded rates (including profit/fee) in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.
329	Please confirm that final billing for CPFF task orders will be handled in accordance with the Contractors final negotiated rates with their Cognizant Federal Agency.	The Government intends these ceiling rates to apply to billing / post award reimbursement, regardless of the contract type. Section H.35 of the Draft RFP will be revised in the final RFP.
337	Attachment 0002 Pricing The Government is requesting rates for an 8 year period of performance, which is a significant amount of time for Contractors to be locked into rates. Would the Government consider a reopener clause after year 4 to allow Contractor to update rates, which may also provide reduced rates to the Government?	There will be no reopener clause.
338	Attachment 0002 Pricing If the Contractor has changes to its Government submitted Forward Pricing Rate Proposal, will the Contractor be able to update ceiling rates for these changes?	All rates in Attachment 0002 will be incorporated into the contract as ceiling rates that will not be subject to future adjustments.

363	<p>Our incumbent experience delivering relevant services to TACOM currently allows us to recognize the Government requires access to highly-experienced engineers/scientists to address the complex requirements associated with achieving TACOM's mission.</p> <p>The SOC labor categories provided in Attachment 0002 of the solicitation are not broad enough to provide the Government access to the highly-qualified subject matter experts required to perform the solicitation requirements.</p> <p>Question: Will the Government consider adding an additional level (Level IV- A master's degree in a specialized field plus a minimum of 5 years of specialized experience, or, a bachelor's degree in any field with a minimum of 15 years of specialized experience) to the SOC's provided in Attachment 0002 to allow access to highly experienced experts for the following labor categories: Engineering Managers - 11-9041; Computer and Information Research Scientist - 15-1111; Computer Systems Analysts - 15-1121; Software Developers, Applications - 15-1132; Software Developers, Systems Software - 15-1133; Web Developers - 15-1134; Database Administrators - 15-1141; Computer Network Architects - 15-1143; Computer User Support Specialists - 15-1151; Operations Research Analysts - 15-2031; Chemical Engineers - 17-2041; Civil Engineers - 17-2051; Electrical Engineer - 17-2071; Electronics Engineer - 17-2072; Health And Safety Engineer - 17-2111; Industrial Engineer - 17-2112; Marine Engineer - 17-2121; Materials Engineer - 17-2131; Mechanical Engineers - 17-2141; Engineers, All Others - 17-2199; Program Management/Business Operations Specialist, All Other - 13-1199</p>	<p>Alternate labor categories may be considered at the task order level, but will be handled on an individual task order basis. Alternate minimum qualifications, such as experience as a replacement for education, will be at the task order level.</p>
364	<p>Question: If the Government decides against adding an additional level (Level 4), will the Government consider adding additional labor categories to Attachment 0002 that include the higher-end technical specialists including engineers and scientist categories?</p> <p>Chief Engineer/Scientist - Level III/IV/V - Performs the functions of a technical expert in the relevant engineering/scientific field in the support of major programs or system development. Applies engineering/scientific expertise in defining and resolving system issues, performing analysis and developing plans and requirements in the subject-matter area for complex systems. Coordinates and manages the preparation of analyses, evaluations, and recommendations for proper implementation of programs and systems. Level III: PhD in a specialized field plus a minimum of 5 years experience; or a master's degree in a specialized field plus a minimum of 10 years of specialized experience; or, a bachelor's degree in any field with a minimum of 15 years of specialized experience. Level IV: PhD in a specialized field plus a minimum of 10 years experience; or a master's degree in a specialized field plus a minimum of 15 years of specialized experience; or, a bachelor's degree in any field with a minimum of 20 years of specialized experience. Level V: PhD in a specialized field plus a minimum of 15 years experience; or a master's degree in a specialized field plus a minimum of 20 years of specialized experience; or, a bachelor's degree in any field with a minimum of 25 years of specialized experience.</p> <p>Subject Matter Expert III/IV/V - Provides extremely high level subject matter expertise for work described in the task. Provides advanced technical knowledge and analysis of highly specialized applications and operational environment, high-level functional systems analysis, design, integration, documentation, training, and implementation advice on complex problems which require doctorate level knowledge of the subject matter for effective implementation. Applies principles, methods, and knowledge of specific functional areas of expertise to specific task order requirements. Provides advice on esoteric problems which require extensive knowledge of the subject matter. Designs and prepares technical reports, studies, and related documentation, makes charts and graphs to record results, prepares and delivers presentations, training, and briefings as required by the task order. Level III: PhD in a specialized field plus a minimum of 5 years experience; or a master's degree in a specialized field plus a minimum of 10 years of specialized experience; or, a bachelor's degree in any field with a minimum of 15 years of specialized experience. Level IV: PhD in a specialized field plus a minimum of 10 years experience; or a master's degree in a specialized field plus a minimum of 15 years of specialized experience; or, a bachelor's degree in any field with a minimum of 20 years of specialized experience. Level V: PhD in a specialized field plus a minimum of 15 years experience; or a master's degree in a specialized field plus a minimum of 20 years of specialized experience; or, a bachelor's degree in any field with a minimum of 25 years of specialized experience.</p>	<p>Alternate labor categories may be considered at the task order level, but will be handled on an individual task order basis. Alternate minimum qualifications, such as experience as a replacement for education, will be at the task order level.</p>
365	<p>In our review of the PWS/SOW and subsequent evaluation of the SOC's, we recognize there is no research engineer/scientist labor category available to address specific portions of the solicitation requirements. This particular labor category addresses the engineering/scientific disciplines required to meet technical requirements such as scientific research and development, and technical direction for complex systems. Will the Government consider adding a Research Engineer/Scientist category?</p> <p>Research Engineer/Scientist - Level I/II/III - Provides scientific research and engineering, technical, and managerial direction for problem definition, analysis, requirement development and implementation for complex systems in the engineering/scientific disciplines required to meet technical requirements. - Makes recommendations and advises on research development, improvements, optimization, or support efforts. Performs risk assessments and innovative use of new research concepts or improved techniques and procedures. Level I: A bachelor's degree in the specialized field; or, a bachelor's degree in any field, from an accredited college or university, with 2 years of specialized experience. Level II: A bachelor's degree in an applicable specialized field plus one full academic year of graduate education in the specialized field; or, a bachelor's degree in an applicable specialized field plus 3 years of applicable experience; or, a bachelor's degree in any field with a minimum of 5 years of specialized experience Level III: A master's degree in a specialized field plus a minimum of 1 year of applicable experience; or, a bachelor's degree in the specialized field plus 7 years of applicable experience; or, a bachelor's degree in any field with a minimum of 9 years of specialized experience</p>	<p>There is no SOC category for Research Engineer/Scientist.</p>

366	Reference L.6.2.1.2. states that all rates proposed in Attachment 0002 must comply with SCA minimum wages. The wage basis for SCA rates varies widely by location. Would the Government please define the location upon which offerors should base their rates? If not, would the Government consider a rate reasonable if the DL basis is within the aggregate range that includes all locations (i.e., the reasonableness floor is the bottom of the salary range for the location with the lowest salary basis and the ceiling would equal the top of the salary range for the location with the highest salary basis)?	The Government is not mandating a specific DOL Wage Determination for the contractor to use in developing their SCA Contract Ceiling Rates. The exact places of performance are unknown until each TO is issued. The reasonableness of each rate will be determined in accordance with M.7.
367	Reference M.7: The Government's evaluation criteria related to realism are clear. However, the Government should expect offerors to discount the rates used to create the Total Evaluated Price for the RTO since the rates in Attachment 0002 represent not to exceed ceilings. M.7.3 states, A cost/price is considered reasonable if it does not exceed what would be incurred by a prudent person in the conduct of competitive business. How does the Government intend to establish this standard? Does the Government intend to compare the Attachment 0002 submissions from all offerors?	Ceiling rates proposed in Attachment 0002 will be evaluated separately from Task Order rates for consideration of reasonableness. Per RFP paragraph M.7, EVALUATION OF VOLUME IV COST/PRICE FACTOR, The Government will assess the proposed fully loaded labor rates in the Labor Matrix (Attachment 0002) and the total evaluated cost/price from the each Prime Proposal Summary (Attachment 0012) using one or more of the price and cost analysis techniques and procedures identified in FAR 15.404-1.
368	Given that the SOC labor categories provide the basis for the rate card, the Government should expect to see a very broad range of rates for the Level 3 categories, as some offerors bid the very minimum experience level, while others provide true ceilings to address the senior engineers, analysts and technicians required to perform TACOM's most complex requirements. The US Department of Labor assigns a salary range for each SOC category. Would the Government please consider judging an offeror's rates as "reasonable" if the DL basis falls within the DOL defined range for the locations where the work is performed?	Reference response to Question #231. Price reasonableness will be evaluated in accordance with M.7.
376	H.2.2.5.4.5 Estimated costs are on a not to exceed basis. Recommend this be cost reimbursable. Contractor's price travel based upon per diem and current rates at the time they request approval. Example, airfare costs fluctuate daily and could cause a significant increase causing the contractor to be out of pocket for any airfare beyond the NTE cost.	Reference H.2.2.5.5: "Any cost(s) that exceed the original estimate shall be approved in advance by the COR. Failure to obtain advance approval from the COR will result in the contractor only receiving reimbursement for the allowable per diem amounts(s) or the NTE cost already approved by the COR."
381	H.35 Cost Reimbursement Task Orders should be invoiced at actual cost not lowest rate. A Prime may propose a rate based upon an average salary but the person hired to perform the work may have an actual cost higher than the average salary. Prime should be reimbursed at their actual cost.	Section H.35 of the draft will be amended. The ceiling price in Attachment 0002 will apply to all contract types.
387	A.8.2 & Labor Categories and Teaming Partners added at the TO level	Yes, proposed rates are required for all listed labor categories in the Pricing Labor Matrix.
389	Does the Offeror have to submit pricing for all labor categories? L.6.2 Ceiling Labor Rates, A.4.1 NAICS Code and M.1.1.1 Basis for Award	Yes, proposed rates are required for all listed labor categories in the Pricing Labor Matrix.
397	Does each offeror have to submit a price for all labor categories in Attachment 2? Section H.35 states: "All direct and indirect rates (including fee) shown on the KBS Pricing Labor Matrix will be incorporated into the contract as ceiling rates, subject to downward negotiation only. For cost-plus-fixed fee TOs, the fee percentage proposed in the KBS Pricing Labor Matrix shall serve as a capped percentage, subject to downward negotiation only, at the TO level, in which the resultant fee will become a fixed dollar amount. For billing purposes under cost-reimbursement TOs, the direct and indirect (including the applicable fixed fee dollar amount in each TO) rates shall be billed using the rates in the contract, the rates proposed/negotiated under the TO, or the actual rates, whichever is lower." Under a cost plus contract type, direct and indirect rates are typically proposed and billed at their actual costs versus being capped at the IDIQ level. Please confirm that the direct and indirect rates aren't being capped for future cost-reimbursement Task Orders.	RFP H.35 Language will be amended to remove "indirect rates". All fully loaded rates (including profit/fee) in Attachment 0002 will be incorporated into the contract as ceiling rates for all contract types.
398	The draft solicitation is silent on the physical location for each labor category to be proposed as part of the Pricing Labor Matrix. If offerors make assumptions around the location it will result in very different proposed labor pricing for each offeror, making the evaluation of labor rates more challenging for the government. Can the Government please provide the location offerors should assume for labor rate pricing?	The Government is not mandating a specific location for the contractor to use in developing their Contract Ceiling Rates.
399	Section L requests that each offeror shall proposed fully loaded labor rates to establish a ceiling rate, which will cap the total cost per labor hour. Attachment 0002 only requests one set of rates. Is the Government expecting offerors to only propose one rate that covers both Government and Contractor Site? If so, we recommend having both a Government Site and Contractor Site set of labor categories as it will result in the best and most competitive pricing for the Government.	The Government is not mandating that contractors use On-site or Off-site locations in developing their Contract Ceiling Rates.